

THAT WHICH IS CLAIMED:

1. A system for facilitating the selection of purchasable items by a customer for use in an environs defined by the customer, the system comprising:
 - 5 a processing element capable of proposing a plurality of purchasable items to the customer for selection by the customer, said processing element also is capable of receiving data representing the environs and data representing at least one purchasable item selected by the customer, and wherein said processing element is further capable of generating and displaying a three-dimensional graphical representation of the environs and the at least one purchasable item selected by the customer so that the customer can
 - 10 visualize the at least one selected purchasable item in the environs.
2. A system according to Claim 1 wherein said processing element is capable of proposing a template for at least one environs to the customer for selection by the customer.
- 15 3. A system according to Claim 2 wherein the at least one environs is selected from the group consisting of a kitchen, a bathroom, a room, and an exterior space.
- 20 4. A system according to Claim 1 wherein the purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.
- 25 5. A system according to Claim 1 wherein the purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

6. A system according to Claim 1 wherein said processing element is further capable of receiving data representing at least one customer preference, said processing element also is capable of storing data representing a first set of purchasable items, said processing element also is capable of proposing a second set of purchasable items to the 5 customer for selection by the customer, and wherein said processing element is further capable of filtering the first set of purchasable items based at least in part upon the at least one customer preference to generate the second set of purchasable items.

7. A system according to Claim 1 wherein said processing element is further 10 capable of proposing a first set of purchasable items to the customer for selection by the customer, said processing element being capable of receiving data representing at least one purchasable item selected by the customer from the first set of purchasable items, said processing element being further capable of proposing a second set of purchasable items to the customer for selection by the customer, said processing element being 15 capable of receiving data representing at least one purchasable item selected by the customer from the second set of purchasable items, and wherein said processing element generates the second set of purchasable items based at least in part upon the at least one purchasable item selected by the customer from the first set of purchasable items.

20 8. A system according to Claim 1 wherein said processing element is further capable of communicating data representing the at least one purchasable item selected by the customer to a vendor.

9. A system according to Claim 1 wherein said processing element is further capable of proposing a plurality of configurable purchasable items to the customer for selection by the customer, said processing element being capable of receiving data representing at least one configurable purchasable item selected by the customer, said processing element being capable of soliciting from the customer specifications for the at least one configurable purchasable item selected by the customer, said processing element being capable of receiving data representing the specifications for the at least one configurable purchasable item selected by the customer, and wherein said processing element is further capable of communicating data representing the specifications for the at least one configurable purchasable item selected by the customer to a vendor.

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10. A system according to Claim 1 wherein said processing element is further capable of proposing a plurality of configurable purchasable items to the customer for selection by the customer, said processing element being capable of receiving data representing at least one configurable purchasable item selected by the customer, and wherein said processing element is further capable of scheduling an appointment for the customer with an in-store customer representative relating to the at least one configurable purchasable item selected by the customer.

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20 11. A system according to Claim 1 wherein said processing element is further capable of scheduling at least one of the delivery of, installation of and on-site measurement for the at least one purchasable item selected by the customer.

25 12. A system according to Claim 1 wherein said processing element is further capable of prompting a customer representative to contact the customer based at least in part upon the data received representing the at least one purchasable item selected by the customer.

13. A system according to Claim 1 wherein said processing element is further capable of proposing a plurality of purchasable items to a plurality of customers for selection by the customers, said processing element being capable of receiving and storing data representing at least one purchasable item selected by each customer and

5 data representing at least one sales variable for each customer, and wherein said processing element is further capable of comparing the at least one sales variable for at least two customers.

14. A system for facilitating the selection of purchasable items by a customer, 10 the system comprising:

a processing element capable of receiving data representing at least one customer preference, said processing element also is capable of storing data representing a first set of purchasable items, said processing element also is capable of proposing a second set of purchasable items to the customer for selection by the customer, and wherein said 15 processing element is further capable of filtering the first set of purchasable items based at least in part upon the at least one customer preference to generate the second set of purchasable items.

15. A system according to Claim 14 wherein the first set of purchasable items 20 comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

16. A system according to Claim 14 wherein the first set of purchasable items 25 comprises services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

17. A system according to Claim 14 wherein said processing element is further capable of proposing a first set of purchasable items to the customer for selection by the customer, said processing element being capable of receiving data representing at least one purchasable item selected by the customer from the first set of purchasable items, said processing element being capable of receiving data representing at least one purchasable item selected by the customer from the second set of purchasable items, and wherein said processing element generates the second set of purchasable items based at least in part upon the at least one purchasable item selected by the customer from the first set of purchasable items and the at least one customer preference.

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18. A system according to Claim 14 wherein said processing element is capable of receiving data representing at least one purchasable item selected by the customer from the second set of purchasable items, and wherein said processing element is further capable of communicating data representing the at least one purchasable item selected by the customer to a vendor.

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19. A system according to Claim 14 wherein the second set of purchasable items comprises a plurality of configurable purchasable items, said processing element being capable of receiving data representing at least one configurable purchasable item selected by the customer, said processing element being capable of soliciting from the customer specifications for the at least one configurable purchasable item selected by the customer, said processing element being capable of receiving data representing the specifications for the at least one configurable purchasable item selected by the customer, and wherein said processing element is further capable of communicating data representing the specifications for the at least one configurable purchasable item selected by the customer to a vendor.

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20. A system according to Claim 14 wherein the second set of purchasable items comprises a plurality of configurable purchasable items, said processing element being capable of receiving data representing at least one configurable purchasable item selected by the customer, and wherein said processing element is further capable of scheduling an appointment for the customer with an in-store customer representative relating to the at least one configurable purchasable item selected by the customer.

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10 21. A system according to Claim 14 wherein said processing element is capable of receiving data representing at least one purchasable item selected by the customer from the second set of purchasable items, and wherein said processing element is further capable of scheduling at least one of the delivery of, installation of and on-site measurement for the at least one purchasable item selected by the customer.

15 22. A system according to Claim 14 wherein said processing element is capable of receiving data representing at least one purchasable item selected by the customer from the second set of purchasable items, and wherein said processing element is further capable of prompting a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer.

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23. A system according to Claim 14 wherein said processing element is further capable of proposing a plurality of purchasable items to a plurality of customers for selection by the customers, said processing element being capable of receiving and storing data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said processing element is further capable of comparing the at least one sales variable for at least two customers.

24. A system for facilitating the selection of purchasable items by a customer, the system comprising:

a processing element capable of proposing a first set of purchasable items to the customer for selection by the customer, said processing element being capable of

5 receiving data representing at least one purchasable item selected by the customer from the first set of purchasable items, said processing element being further capable of proposing a second set of purchasable items to the customer for selection by the customer, said processing element being capable of receiving data representing at least one purchasable item selected by the customer from the second set of purchasable items,

10 and wherein said processing element generates the second set of purchasable items based at least in part upon the at least one purchasable item selected by the customer from the first set of purchasable items.

25. A system according to Claim 24 wherein at least one of the first and second sets of purchasable items comprises products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

26. A system according to Claim 24 wherein at least one of the first and second sets of purchasable items comprises services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

27. A system according to Claim 24 wherein said processing element is further capable of communicating data representing the at least one purchasable item selected by the customer from at least one of the first and second sets of purchasable items to a vendor.

28. A system according to Claim 24 wherein at least one of the first and second sets of purchasable items comprises a plurality of configurable purchasable items, said processing element being capable of soliciting from the customer specifications for the at least one configurable purchasable item selected by the customer, said processing 5 element being capable of receiving data representing the specifications for the at least one configurable purchasable item selected by the customer, and wherein said processing element is further capable of communicating data representing the specifications for the at least one configurable purchasable item selected by the customer to a vendor.

10 29. A system according to Claim 24 wherein at least one of the first and second sets of purchasable items comprises a plurality of configurable purchasable items, said processing element being capable of receiving data representing at least one configurable purchasable item selected by the customer, and wherein said processing element is further capable of scheduling an appointment for the customer with an in-store 15 customer representative relating to the at least one configurable purchasable item selected by the customer.

20 30. A system according to Claim 24 wherein said processing element is further capable of scheduling at least one of the delivery of, installation of and on-site measurement for the at least one purchasable item selected by the customer from at least one of the first and second sets of purchasable items.

25 31. A system according to Claim 24 wherein said processing element is further capable of prompting a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer from at least one of the first and second sets of purchasable items.

32. A system according to Claim 24 wherein said processing element is further capable of proposing a plurality of purchasable items to a plurality of customers for selection by the customers, said processing element being capable of receiving and storing data representing at least one purchasable item selected by each customer and 5 data representing at least one sales variable for each customer, and wherein said processing element is further capable of comparing the at least one sales variable for at least two customers.

33. A system for facilitating the selection of purchasable items by a customer 10 and ordering of the selected purchasable items from a vendor, the system comprising: a processing element capable of proposing a plurality of purchasable items to the customer for selection by the customer, said processing element being capable of receiving data representing at least one purchasable item selected by the customer, and wherein said processing element is further capable of communicating data representing 15 the at least one purchasable item selected by the customer to the vendor.

34. A system according to Claim 33 wherein the purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall 20 coverings, cabinetry, and shelving.

35. A system according to Claim 33 wherein the purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

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36. A system according to Claim 33 wherein the plurality of purchasable items comprise a plurality of configurable purchasable items, said processing element being capable of soliciting from the customer specifications for the at least one configurable purchasable item selected by the customer, said processing element being 5 capable of receiving data representing the specifications for the at least one configurable purchasable item selected by the customer, and wherein said processing element is further capable of communicating data representing the specifications for the at least one configurable purchasable item selected by the customer to a vendor.

10 37. A system according to Claim 33 wherein the plurality of purchasable items comprise a plurality of configurable purchasable items, and wherein said processing element is further capable of scheduling an appointment for the customer with an in-store customer representative relating to the at least one configurable purchasable item selected by the customer.

15 38. A system according to Claim 33 wherein said processing element is further capable of scheduling at least one of the delivery of, installation of and on-site measurement for the at least one purchasable item selected by the customer.

20 39. A system according to Claim 33 wherein said processing element is further capable of prompting a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer.

25 40. A system according to Claim 33 wherein said processing element is further capable of proposing a plurality of purchasable items to a plurality of customers for selection by the customers, said processing element being capable of receiving and storing data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said 30 processing element is further capable of comparing the at least one sales variable for at least two customers.

41. A system for facilitating the selection of configurable purchasable items by a customer and the manufacture of selected configurable purchasable items by a vendor, the system comprising:

5 a processing element capable of proposing a plurality of configurable purchasable items to the customer for selection by the customer, said processing element being capable of receiving data representing at least one configurable purchasable item selected by the customer, said processing element being capable of soliciting from the customer specifications for the at least one configurable purchasable item selected by the customer, said processing element being capable of receiving data representing the specifications 10 for the at least one configurable purchasable item selected by the customer, and wherein said processing element is further capable of communicating data representing the specifications for the at least one configurable purchasable item selected by the customer to the vendor.

15 42. A system according to Claim 41 wherein the configurable purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

20 43. A system according to Claim 41 wherein the configurable purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

25 44. A system according to Claim 41 wherein said processing element is further capable of scheduling an appointment for the customer with an in-store customer representative relating to the at least one configurable purchasable item selected by the customer.

45. A system according to Claim 41 wherein said processing element is further capable of scheduling at least one of the delivery of, installation of and on-site measurement for the at least one configurable purchasable item selected by the customer.

5 46. A system according to Claim 41 wherein said processing element is further capable of prompting a customer representative to contact the customer based upon the data received representing the at least one configurable purchasable item selected by the customer.

10 47. A system according to Claim 41 wherein said processing element is further capable of proposing a plurality of purchasable items to a plurality of customers for selection by the customers, said processing element being capable of receiving and storing data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said 15 processing element is further capable of comparing the at least one sales variable for at least two customers.

20 48. A system for facilitating the selection of configurable purchasable items by a customer and the provision of service by an in-store customer representative, the system comprising:

25 a processing element capable of proposing a plurality of configurable purchasable items to the customer for selection by the customer, said processing element being capable of receiving data representing at least one configurable purchasable item selected by the customer, and wherein said processing element is further capable of scheduling an appointment for the customer with the in-store customer representative relating to the at least one configurable purchasable item selected by the customer.

30 49. A system according to Claim 48 wherein the configurable purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

50. A system according to Claim 48 wherein the configurable purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

5 51. A system according to Claim 48 wherein said processing element is further capable of scheduling at least one of the delivery of, installation of and on-site measurement for the at least one configurable purchasable item selected by the customer.

10 52. A system according to Claim 48 wherein said processing element is further capable of prompting a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer.

15 53. A system according to Claim 48 wherein said processing element is further capable of proposing a plurality of purchasable items to a plurality of customers for selection by the customers, said processing element being capable of receiving and storing data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said processing element is further capable of comparing the at least one sales variable for at 20 least two customers.

54. A system for facilitating the selection of purchasable items by a customer, the system comprising:

25 a processing element capable of proposing a plurality of purchasable items to the customer for selection by the customer, said processing element being capable of receiving data representing at least one purchasable item selected by the customer, and wherein said processing element is further capable of scheduling at least one of the installation of and on-site measurement for the at least one purchasable item selected by the customer.

55. A system according to Claim 54 wherein the purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

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56. A system according to Claim 54 wherein the purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

10 57. A system according to Claim 54 wherein said processing element is further capable of prompting a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer.

15 58. A system according to Claim 54 wherein said processing element is further capable of proposing a plurality of purchasable items to a plurality of customers for selection by the customers, said processing element being capable of receiving and storing data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said 20 processing element is further capable of comparing the at least one sales variable for at least two customers.

59. A system for facilitating the management of sales opportunities for purchasable items offered to a customer, the system comprising:

25 a processing element capable of proposing a plurality of purchasable items to the customer for selection by the customer, said processing element being capable of receiving data representing at least one purchasable item selected by the customer, and wherein said processing element is further capable of prompting a customer representative to contact the customer based upon the data received representing the at 30 least one purchasable item selected by the customer.

60. A system according to Claim 59 wherein the purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

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61. A system according to Claim 59 wherein the purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

10 62. A system according to Claim 59 wherein said processing element is further capable of proposing a plurality of purchasable items to a plurality of customers for selection by the customers, said processing element being capable of receiving and storing data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said
15 processing element is further capable of comparing the at least one sales variable for at least two customers.

63. A system for facilitating the management of sales opportunities for purchasable items offered to customers, the system comprising:

20 a processing element capable of proposing a plurality of purchasable items to a plurality of customers for selection by the customers, said processing element being capable of receiving and storing data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said processing element is further capable of comparing the at least one sales
25 variable for at least two customers.

30 64. A system according to Claim 63 wherein the purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

65. A system according to Claim 63 wherein the purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

5 66. A computer program product for facilitating the selection of purchasable items by a customer for use in an environs defined by the customer, the computer program product comprising a computer-readable storage medium having computer-readable program code portions stored therein, the computer-readable program portions comprising:

10 an executable portion for proposing a plurality of purchasable items to the customer for selection by the customer, said executable portion receives data representing the environs and data representing at least one purchasable item selected by the customer, and wherein said executable portion generates a three-dimensional graphical representation of the environs and the at least one purchasable item selected by the customer so that the customer can visualize the selected purchasable items in the environs.

15 20 67. A computer program product according to Claim 66 wherein said executable portion proposes a template for at least one environs to be selected by the customer.

68. A computer program product according to Claim 67 wherein the at least one environs is selected from the group consisting of a kitchen, a bathroom, a room, and an exterior space.

25 69. A computer program product according to Claim 66 wherein the purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

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70. A computer program product according to Claim 66 wherein the purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

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71. A computer program product according to Claim 66 wherein said executable portion receives data representing at least one customer preference, said executable portion receives data representing a first set of purchasable items, said executable portion proposes a second set of purchasable items to the customer for selection by the customer, and wherein said executable portion filters the first set of purchasable items based at least in part upon the at least one customer preference to generate the second set of purchasable items.

72. A computer program product according to Claim 66 wherein said executable portion proposes a first set of purchasable items to the customer for selection by the customer, said executable portion receives data representing at least one purchasable item selected by the customer from the first set of purchasable items, said executable portion proposes a second set of purchasable items to the customer for selection by the customer, said executable portion receives data representing at least one purchasable item selected by the customer from the second set of purchasable items, and wherein said executable portion generates the second set of purchasable items based at least in part upon the at least one purchasable item selected by the customer from the first set of purchasable items.

25 73. A computer program product according to Claim 66 wherein said executable portion communicates data representing the at least one purchasable item selected by the customer to a vendor.

74. A computer program product according to Claim 66 wherein said executable portion proposes a plurality of configurable purchasable items to the customer for selection by the customer, said executable portion receives data representing at least one configurable purchasable item selected by the customer, said executable portion 5 solicits from the customer specifications for the at least one configurable purchasable item selected by the customer, said executable portion receives data representing the specifications for the at least one configurable purchasable item selected by the customer, and wherein said executable portion communicates data representing the specifications for the at least one configurable purchasable item selected by the customer to a vendor.

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75. A computer program product according to Claim 66 wherein said executable portion proposes a plurality of configurable purchasable items to the customer for selection by the customer, said executable portion receives data representing at least one configurable purchasable item selected by the customer, and wherein said executable 15 portion schedules an appointment for the customer with an in-store customer representative relating to the at least one configurable purchasable item selected by the customer.

76. A computer program product according to Claim 66 wherein said 20 executable portion schedules at least one of the delivery of, installation of and on-site measurement for the at least one purchasable item selected by the customer.

77. A computer program product according to Claim 66 wherein said executable portion prompts a customer representative to contact the customer based at 25 least in part upon the data received representing the at least one purchasable item selected by the customer.

78. A computer program product according to Claim 66 wherein said executable portion proposes a plurality of purchasable items to a plurality of customers for selection by the customers, said executable portion receives data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said executable portion compares the at least one sales variable for at least two customers.

5 79. A computer program product for facilitating the selection of purchasable items by a customer, the computer program product comprising a computer-readable storage medium having computer-readable program code portions stored therein, the computer-readable program portions comprising:

10 an executable portion for receiving data representing at least one customer preference, said executable portion receives data representing a first set of purchasable items, said executable portion proposes a second set of purchasable items to the customer for selection by the customer, and wherein said executable portion filters the first set of purchasable items based at least in part upon the at least one customer preference to generate the second set of purchasable items.

15 80. A computer program product according to Claim 79 wherein the first set of purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

20 81. A computer program product according to Claim 79 wherein the first set of purchasable items comprises services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

82. A computer program product according to Claim 79 wherein said executable portion proposes a first set of purchasable items to the customer for selection by the customer, said executable portion receives data representing at least one purchasable item selected by the customer from the first set of purchasable items, said 5 executable portion receives data representing at least one purchasable item selected by the customer from the second set of purchasable items, and wherein said executable portion generates the second set of purchasable items based at least in part upon the at least one purchasable item selected by the customer from the first set of purchasable items and the at least one customer preference.

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83. A computer program product according to Claim 79 wherein said executable portion receives data representing at least one purchasable item selected by the customer from the second set of purchasable items, and wherein said executable portion communicates data representing the at least one purchasable item selected by the 15 customer to a vendor.

84. A computer program product according to Claim 79 wherein the second set of purchasable items comprises a plurality of configurable purchasable items, said executable portion receives data representing at least one configurable purchasable item selected by the customer, said executable portion solicits from the customer 20 specifications for the at least one configurable purchasable item selected by the customer, said executable portion receives data representing the specifications for the at least one configurable purchasable item selected by the customer, and wherein said executable portion communicates data representing the specifications for the at least one 25 configurable purchasable item selected by the customer to a vendor.

85. A computer program product according to Claim 79 wherein the second set of purchasable items comprises a plurality of configurable purchasable items, said executable portion receives data representing at least one configurable purchasable item selected by the customer, and wherein said executable portion schedules an appointment 5 for the customer with an in-store customer representative relating to the at least one configurable purchasable item selected by the customer.

86. A computer program product according to Claim 79 wherein said executable portion receives data representing at least one purchasable item selected by 10 the customer from the second set of purchasable items, and wherein said executable portion schedules at least one of the delivery of, installation of and on-site measurement for the at least one purchasable item selected by the customer.

87. A computer program product according to Claim 79 wherein said executable portion receives data representing at least one purchasable item selected by 15 the customer from the second set of purchasable items, and wherein said executable portion prompts a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer.

88. A computer program product according to Claim 79 wherein said executable portion proposes a plurality of purchasable items to a plurality of customers 20 for selection by the customers, said executable portion receives data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said executable portion compares the at least one sales variable for at least two customers.

89. A computer program product for facilitating the selection of purchasable items by a customer, the computer program product comprising a computer-readable storage medium having computer-readable program code portions stored therein, the computer-readable program portions comprising:

5 an executable portion for proposing a first set of purchasable items to the customer for selection by the customer, said executable portion receives data representing at least one purchasable item selected by the customer from the first set of purchasable items, said executable portion proposes a second set of purchasable items to the customer for selection by the customer, said executable portion receives data representing at least 10 one purchasable item selected by the customer from the second set of purchasable items, and wherein said executable portion generates the second set of purchasable items based at least in part upon the at least one purchasable item selected by the customer from the first set of purchasable items.

15 90. A computer program product according to Claim 89 wherein at least one of the first and second sets of purchasable items comprises products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

20 91. A computer program product according to Claim 89 wherein at least one of the first and second sets of purchasable items comprises services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

25 92. A computer program product according to Claim 89 wherein said executable portion communicates data representing the at least one purchasable item selected by the customer from at least one of the first and second sets of purchasable items to a vendor.

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93. A computer program product according to Claim 89 wherein at least one of the first and second sets of purchasable items comprises a plurality of configurable purchasable items, said executable portion solicits from the customer specifications for the at least one configurable purchasable item selected by the customer, said executable portion receives data representing the specifications for the at least one configurable purchasable item selected by the customer, and wherein said executable portion communicates data representing the specifications for the at least one configurable purchasable item selected by the customer to a vendor.

10 94. A computer program product according to Claim 89 wherein at least one of the first and second sets of purchasable items comprises a plurality of configurable purchasable items, said executable portion receives data representing at least one configurable purchasable item selected by the customer, and wherein said executable portion schedules an appointment for the customer with an in-store customer 15 representative relating to the at least one configurable purchasable item selected by the customer.

20 95. A computer program product according to Claim 89 wherein said executable portion schedules at least one of the delivery of, installation of and on-site measurement for the at least one purchasable item selected by the customer from at least one of the first and second sets of purchasable items.

25 96. A computer program product according to Claim 89 wherein said executable portion prompts a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer from at least one of the first and second sets of purchasable items.

97. A computer program product according to Claim 89 wherein said executable portion proposes a plurality of purchasable items to a plurality of customers for selection by the customers, said executable portion receives data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said executable portion compares the at least one sales variable for at least two customers.

98. A computer program product for facilitating the selection of purchasable items by a customer and ordering of the selected purchasable items from a vendor, the computer program product comprising a computer-readable storage medium having computer-readable program code portions stored therein, the computer-readable program portions comprising:

an executable portion for proposing a plurality of purchasable items to the customer for selection by the customer, said executable portion receives data representing at least one purchasable item selected by the customer, and wherein said executable portion communicates data representing the at least one purchasable item selected by the customer to the vendor.

99. A computer program product according to Claim 98 wherein the purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

100. A computer program product according to Claim 98 wherein the purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

101. A computer program product according to Claim 98 wherein the plurality of purchasable items comprise a plurality of configurable purchasable items, said executable portion solicits from the customer specifications for the at least one configurable purchasable item selected by the customer, said executable portion receives 5 data representing the specifications for the at least one configurable purchasable item selected by the customer, and wherein said executable portion communicates data representing the specifications for the at least one configurable purchasable item selected by the customer to a vendor.

10 102. A computer program product according to Claim 98 wherein the plurality of purchasable items comprise a plurality of configurable purchasable items, and wherein said executable portion schedules an appointment for the customer with an in-store customer representative relating to the at least one configurable purchasable item selected by the customer.

15 103. A computer program product according to Claim 98 wherein said executable portion schedules at least one of the delivery of, installation of and on-site measurement for the at least one purchasable item selected by the customer.

20 104. A computer program product according to Claim 98 wherein said executable portion prompts a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer.

25 105. A computer program product according to Claim 98 wherein said executable portion proposes a plurality of purchasable items to a plurality of customers for selection by the customers, said executable portion receives data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said executable portion compares the at least one sales variable for at least two customers.

30

106. A computer program product for facilitating the selection of configurable purchasable items by a customer and the manufacture of selected configurable purchasable items by a vendor, the computer program product comprising a computer-readable storage medium having computer-readable program code portions stored

5 therein, the computer-readable program portions comprising:

an executable portion for proposing a plurality of configurable purchasable items to the customer for selection by the customer, said executable portion receives data representing at least one configurable purchasable item selected by the customer, said executable portion solicits from the customer specifications for the at least one

10 configurable purchasable item selected by the customer, said executable portion receives data representing the specifications for the at least one configurable purchasable item selected by the customer, and wherein said executable portion communicates data representing the specifications for the at least one configurable purchasable item selected by the customer to the vendor.

15

107. A computer program product according to Claim 106 wherein the configurable purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

20

108. A computer program product according to Claim 106 wherein the configurable purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

25

109. A computer program product according to Claim 106 wherein said executable portion schedules an appointment for the customer with an in-store customer representative relating to the at least one configurable purchasable item selected by the customer.

110. A computer program product according to Claim 106 wherein said executable portion schedules at least one of the delivery of, installation of and on-site measurement for the at least one configurable purchasable item selected by the customer.

5 111. A computer program product according to Claim 106 wherein said executable portion prompts a customer representative to contact the customer based upon the data received representing the at least one configurable purchasable item selected by the customer.

10 112. A computer program product according to Claim 106 wherein said executable portion proposes a plurality of purchasable items to a plurality of customers for selection by the customers, said executable portion receives data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said executable portion compares the at least one sales variable for at least two customers.

15 113. A computer program product for facilitating the selection of configurable purchasable items by a customer and the provision of service by an in-store customer representative, the computer program product comprising a computer-readable storage medium having computer-readable program code portions stored therein, the computer-readable program portions comprising:

20 an executable portion for proposing a plurality of configurable purchasable items to the customer for selection by the customer, said executable portion receives data representing at least one configurable purchasable item selected by the customer, and
25 wherein said executable portion schedules an appointment for the customer with the in-store customer representative relating to the at least one configurable purchasable item selected by the customer.

114. A computer program product according to Claim 113 wherein the configurable purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

5

115. A computer program product according to Claim 113 wherein the configurable purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

10

116. A computer program product according to Claim 113 wherein said executable portion schedules at least one of the delivery of, installation of and on-site measurement for the at least one configurable purchasable item selected by the customer.

15

117. A computer program product according to Claim 113 wherein said executable portion prompts a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer.

20

118. A computer program product according to Claim 113 wherein said executable portion proposes a plurality of purchasable items to a plurality of customers for selection by the customers, said executable portion receives data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said executable portion compares the at least one sales variable for at least two customers.

25

119. A computer program product for facilitating the selection of purchasable items by a customer, the computer program product comprising a computer-readable storage medium having computer-readable program code portions stored therein, the computer-readable program portions comprising:

5 an executable portion for proposing a plurality of purchasable items to the customer for selection by the customer, said executable portion receives data representing at least one purchasable item selected by the customer, and wherein said executable portion schedules at least one of the installation of and on-site measurement for the at least one purchasable item selected by the customer.

10

120. A computer program product according to Claim 119 wherein the purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

15

121. A computer program product according to Claim 119 wherein the purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

20

122. A computer program product according to Claim 119 wherein said executable portion prompts a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer.

25

123. A computer program product according to Claim 119 wherein said executable portion proposes a plurality of purchasable items to a plurality of customers for selection by the customers, said executable portion receives data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said executable portion compares the at least one sales variable for at least two customers.

30

124. A computer program product for facilitating the management of sales opportunities for purchasable items offered to a customer, the computer program product comprising a computer-readable storage medium having computer-readable program code portions stored therein, the computer-readable program portions comprising:

5 an executable portion for proposing a plurality of purchasable items to the customer for selection by the customer, said executable portion receives data representing at least one purchasable item selected by the customer, and wherein said executable portion prompts a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer.

10

125. A computer program product according to Claim 124 wherein the purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

15

126. A computer program product according to Claim 124 wherein the purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

20

127. A computer program product according to Claim 124 wherein said executable portion proposes a plurality of purchasable items to a plurality of customers for selection by the customers, said executable portion receives data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said executable portion compares the at least one sales variable for at least two customers.

128. A computer program product for facilitating the management of sales opportunities for purchasable items offered to customers, computer program product comprising a computer-readable storage medium having computer-readable program code portions stored therein, the computer-readable program portions comprising:

5 an executable portion for proposing a plurality of purchasable items to a plurality of customers for selection by the customers, said executable portion receives data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer, and wherein said executable portion compares the at least one sales variable for at least two customers.

10

129. A computer program product according to Claim 128 wherein the purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

15

130. A computer program product according to Claim 128 wherein the purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

20

131. A method for facilitating the selection of purchasable items by a customer for use in an environs defined by the customer, the method comprising:

proposing a plurality of purchasable items to the customer for selection by the customer;

25 receiving electronically data representing the environs and data representing at least one purchasable item selected by the customer;

generating a three-dimensional graphical representation of the environs and the at least one purchasable item selected by the customer; and

30 displaying a three-dimensional graphical representation of the environs and the at least one purchasable item selected by the customer so that the customer can visualize the at least one selected purchasable item in the environs.

132. A method according to Claim 131 further comprising proposing a template for at least one environs to the customer for selection by the customer.

133. A method according to Claim 131 wherein the at least one environs is
5 selected from the group consisting of a kitchen, a bathroom, a room, and an exterior space.

134. A method according to Claim 131 wherein the purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking,
10 lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

135. A method according to Claim 131 wherein the purchasable items comprise services selected from the group consisting of design services, measuring services,
15 installation services, maintenance services and warranty services.

136. A method according to Claim 131 further comprising:
receiving electronically data representing at least one customer preference;
storing data representing a first set of purchasable items;
20 proposing a second set of purchasable items to the customer for selection by the customer; and
filtering the first set of purchasable items based at least in part upon the at least one customer preference to generate the second set of purchasable items.

137. A method according to Claim 131 further comprising:

proposing a first set of purchasable items to the customer for selection by the customer;

receiving electronically data representing at least one purchasable item selected 5 by the customer from the first set of purchasable items;

proposing a second set of purchasable items to the customer for selection by the customer;

receiving electronically data representing at least one purchasable item selected by the customer from the second set of purchasable items; and

10 generating the second set of purchasable items based at least in part upon the at least one purchasable item selected by the customer from the first set of purchasable items.

138. A method according to Claim 131 further comprising communicating electronically data representing the at least one purchasable item selected by the customer 15 to a vendor.

139. A method according to Claim 131 further comprising:

proposing a plurality of configurable purchasable items to the customer for 20 selection by the customer;

receiving electronically data representing at least one configurable purchasable item selected by the customer;

soliciting from the customer specifications for the at least one configurable 25 purchasable item selected by the customer;

receiving electronically data representing the specifications for the at least one configurable purchasable item selected by the customer; and

communicating electronically data representing the specifications for the at least one configurable purchasable item selected by the customer to a vendor.

140. A method according to Claim 131 further comprising:
proposing a plurality of configurable purchasable items to the customer for
selection by the customer;
receiving electronically data representing at least one configurable purchasable
5 item selected by the customer; and
scheduling an appointment for the customer with an in-store customer
representative relating to the at least one configurable purchasable item selected by the
customer.

10 141. A method according to Claim 131 further comprising scheduling at least
one of the delivery of, installation of and on-site measurement for the at least one
purchasable item selected by the customer.

15 142. A method according to Claim 131 further comprising prompting a
customer representative to contact the customer based at least in part upon the data
received representing the at least one purchasable item selected by the customer.

20 143. A method according to Claim 131 further comprising:
proposing a plurality of purchasable items to a plurality of customers for selection
by the customers;
receiving electronically data representing at least one purchasable item selected
by each customer and data representing at least one sales variable for each customer;
storing electronically data representing at least one purchasable item selected by
each customer and data representing at least one sales variable for each customer; and
25 comparing the at least one sales variable for at least two customers.

144. A method for facilitating the selection of purchasable items by a customer, the method comprising:

storing electronically data representing a first set of purchasable items;

receiving electronically data representing at least one customer preference;

5 proposing a second set of purchasable items to the customer for selection by the customer; and

filtering the first set of purchasable items based at least in part upon the at least one customer preference to generate the second set of purchasable items.

10 145. A method according to Claim 144 wherein the first set of purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

15 146. A method according to Claim 144 wherein the first set of purchasable items comprises services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

147. A method according to Claim 144 further comprising:

20 proposing a first set of purchasable items to the customer for selection by the customer;

receiving electronically data representing at least one purchasable item selected by the customer from the first set of purchasable items;

25 receiving electronically data representing at least one purchasable item selected by the customer from the second set of purchasable items; and

generating the second set of purchasable items based at least in part upon the at least one purchasable item selected by the customer from the first set of purchasable items and the at least one customer preference.

148. A method according to Claim 144 further comprising:
receiving electronically data representing at least one purchasable item selected
by the customer from the second set of purchasable items; and
communicating electronically data representing the at least one purchasable item
5 selected by the customer to a vendor.

149. A method according to Claim 144 further comprising:
receiving electronically data representing at least one configurable purchasable
item selected by the customer;
10 soliciting from the customer specifications for the at least one configurable
purchasable item selected by the customer;
receiving electronically data representing the specifications for the at least one
configurable purchasable item selected by the customer; and
communicating electronically data representing the specifications for the at least
15 one configurable purchasable item selected by the customer to a vendor.

150. A method according to Claim 144 further comprising:
receiving electronically data representing at least one configurable purchasable
item selected by the customer; and
20 scheduling an appointment for the customer with an in-store customer
representative relating to the at least one configurable purchasable item selected by the
customer.

151. A method according to Claim 144 further comprising:
25 receiving electronically data representing at least one purchasable item selected
by the customer from the second set of purchasable items; and
scheduling at least one of the delivery of, installation of and on-site measurement
for the at least one purchasable item selected by the customer.

152. A method according to Claim 144 further comprising:
receiving electronically data representing at least one purchasable item selected
by the customer from the second set of purchasable items; and
prompting a customer representative to contact the customer based upon the data
5 received representing the at least one purchasable item selected by the customer.

153. A method according to Claim 144 further comprising:
proposing a plurality of purchasable items to a plurality of customers for selection
by the customers;
10 receiving electronically data representing at least one purchasable item selected
by each customer and data representing at least one sales variable for each customer;
storing electronically data representing at least one purchasable item selected by
each customer and data representing at least one sales variable for each customer; and
comparing the at least one sales variable for at least two customers.
15

154. A method for facilitating the selection of purchasable items by a customer,
the method comprising:
proposing a first set of purchasable items to the customer for selection by the
customer;
20 receiving electronically data representing at least one purchasable item selected
by the customer from the first set of purchasable items;
proposing a second set of purchasable items to the customer for selection by the
customer;
receiving electronically data representing at least one purchasable item selected
25 by the customer from the second set of purchasable items; and
generating the second set of purchasable items based at least in part upon the at
least one purchasable item selected by the customer from the first set of purchasable
items.

30

155. A method according to Claim 154 wherein at least one of the first and second sets of purchasable items comprises products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

5

156. A method according to Claim 154 wherein at least one of the first and second sets of purchasable items comprises services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

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157. A method according to Claim 154 further comprising communicating electronically data representing the at least one purchasable item selected by the customer from at least one of the first and second sets of purchasable items to a vendor.

15

158. A method according to Claim 154 further comprising:
soliciting from the customer specifications for at least one configurable purchasable item selected by the customer;
receiving electronically data representing the specifications for the at least one configurable purchasable item selected by the customer; and

20

communicating electronically data representing the specifications for the at least one configurable purchasable item selected by the customer to a vendor.

25

159. A method according to Claim 154 further comprising:
receiving electronically data representing at least one configurable purchasable item selected by the customer; and
scheduling an appointment for the customer with an in-store customer representative relating to the at least one configurable purchasable item selected by the customer.

30

160. A method according to Claim 154 further comprising scheduling at least one of the delivery of, installation of and on-site measurement for the at least one purchasable item selected by the customer from at least one of the first and second sets of purchasable items.

5

161. A method according to Claim 154 further comprising prompting a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer from at least one of the first and second sets of purchasable items.

10

162. A method according to Claim 154 further comprising:
proposing a plurality of purchasable items to a plurality of customers for selection by the customers;
receiving electronically data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer;
storing electronically data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer; and
comparing the at least one sales variable for at least two customers.

20

163. A method for facilitating the selection of purchasable items by a customer and ordering of the selected purchasable items from a vendor, the method comprising:
proposing a plurality of purchasable items to the customer for selection by the customer;
receiving electronically data representing at least one purchasable item selected by the customer; and
communicating electronically data representing the at least one purchasable item selected by the customer to the vendor.

164. A method according to Claim 163 wherein the purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall coverings, cabinetry, and shelving.

5

165. A method according to Claim 163 wherein the purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

10

166. A method according to Claim 163 further comprising:
soliciting from the customer specifications for at least one configurable purchasable item selected by the customer;
receiving electronically data representing the specifications for the at least one configurable purchasable item selected by the customer; and
15 communicating electronically data representing the specifications for the at least one configurable purchasable item selected by the customer to a vendor.

20

167. A method according to Claim 163 further comprising scheduling an appointment for the customer with an in-store customer representative relating to the at least one configurable purchasable item selected by the customer.

25

168. A method according to Claim 163 further comprising scheduling at least one of the delivery of, installation of and on-site measurement for the at least one purchasable item selected by the customer.

30

169. A method according to Claim 163 further comprising prompting a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer.

170. A method according to Claim 163 further comprising:
proposing a plurality of purchasable items to a plurality of customers for selection
by the customers;
receiving electronically data representing at least one purchasable item selected
5 by each customer and data representing at least one sales variable for each customer;
storing electronically data representing at least one purchasable item selected by
each customer and data representing at least one sales variable for each customer; and
comparing the at least one sales variable for at least two customers.

10 171. A method for facilitating the selection of configurable purchasable items
by a customer and the manufacture of selected configurable purchasable items by a
vendor, the method comprising:
proposing a plurality of configurable purchasable items to the customer for
selection by the customer;
15 receiving electronically data representing at least one configurable purchasable
item selected by the customer;
soliciting from the customer specifications for the at least one configurable
purchasable item selected by the customer;
receiving electronically data representing the specifications for the at least one
20 configurable purchasable item selected by the customer; and
communicating electronically data representing the specifications for the at least
one configurable purchasable item selected by the customer to the vendor.

172. A method according to Claim 171 wherein the configurable purchasable
25 items comprise products selected from the group consisting of furniture, appliances,
flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors,
windows, paint, wall coverings, cabinetry, and shelving.

173. A method according to Claim 171 wherein the configurable purchasable
30 items comprise services selected from the group consisting of design services, measuring
services, installation services, maintenance services and warranty services.

174. A method according to Claim 171 further comprising scheduling an appointment for the customer with an in-store customer representative relating to the at least one configurable purchasable item selected by the customer.

5

175. A method according to Claim 171 further comprising scheduling at least one of the delivery of, installation of and on-site measurement for the at least one configurable purchasable item selected by the customer.

10 176. A method according to Claim 171 further comprising prompting a customer representative to contact the customer based upon the data received representing the at least one configurable purchasable item selected by the customer.

15 177. A method according to Claim 171 further comprising:
proposing a plurality of purchasable items to a plurality of customers for selection by the customers;
receiving electronically data representing at least one purchasable item selected by each customer and data representing at least one sales variable for each customer;
storing electronically data representing at least one purchasable item selected by
20 each customer and data representing at least one sales variable for each customer; and
comparing the at least one sales variable for at least two customers.

178. A method for facilitating the selection of configurable purchasable items by a customer and the provision of service by an in-store customer representative, the method comprising:

proposing a plurality of configurable purchasable items to the customer for

5 selection by the customer;

receiving electronically data representing at least one configurable purchasable item selected by the customer; and

scheduling an appointment for the customer with the in-store customer representative relating to the at least one configurable purchasable item selected by the
10 customer.

179. A method according to Claim 178 wherein the configurable purchasable items comprise products selected from the group consisting of furniture, appliances, flooring, decking, lighting, countertops, millwork, doorframes, window frames, doors,
15 windows, paint, wall coverings, cabinetry, and shelving.

180. A method according to Claim 178 wherein the configurable purchasable items comprise services selected from the group consisting of design services, measuring services, installation services, maintenance services and warranty services.

20

181. A method according to Claim 178 further comprising scheduling at least one of the delivery of, installation of and on-site measurement for the at least one configurable purchasable item selected by the customer.

25

182. A method according to Claim 178 further comprising prompting a customer representative to contact the customer based upon the data received representing the at least one purchasable item selected by the customer.

183. A method according to Claim 178 further comprising:
proposing a plurality of purchasable items to a plurality of customers for selection
by the customers;
receiving electronically data representing at least one purchasable item selected
5 by each customer and data representing at least one sales variable for each customer;
storing electronically data representing at least one purchasable item selected by
each customer and data representing at least one sales variable for each customer; and
comparing the at least one sales variable for at least two customers.

10 184. A method for facilitating the selection of purchasable items by a customer,
the method comprising:
proposing a plurality of purchasable items to the customer for selection by the
customer;
receiving electronically data representing at least one purchasable item selected
15 by the customer; and
scheduling at least one of the installation of and on-site measurement for the at
least one purchasable item selected by the customer.

185. A method according to Claim 184 wherein the purchasable items comprise
20 products selected from the group consisting of furniture, appliances, flooring, decking,
lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall
coverings, cabinetry, and shelving.

186. A method according to Claim 184 wherein the purchasable items comprise
25 services selected from the group consisting of design services, measuring services,
installation services, maintenance services and warranty services.

187. A method according to Claim 184 further comprising prompting a
customer representative to contact the customer based upon the data received
30 representing the at least one purchasable item selected by the customer.

188. A method according to Claim 184 further comprising:
proposing a plurality of purchasable items to a plurality of customers for selection
by the customers;
receiving electronically data representing at least one purchasable item selected
5 by each customer and data representing at least one sales variable for each customer;
storing electronically data representing at least one purchasable item selected by
each customer and data representing at least one sales variable for each customer;
comparing the at least one sales variable for at least two customers.

10 189. A method for facilitating the management of sales opportunities for
purchasable items offered to a customer, the method comprising:
proposing a plurality of purchasable items to the customer for selection by the
customer;
receiving electronically data representing at least one purchasable item selected
15 by the customer; and
prompting a customer representative to contact the customer based upon the data
received representing the at least one purchasable item selected by the customer.

190. A method according to Claim 189 wherein the purchasable items comprise
20 products selected from the group consisting of furniture, appliances, flooring, decking,
lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall
coverings, cabinetry, and shelving.

191. A method according to Claim 189 wherein the purchasable items comprise
25 services selected from the group consisting of design services, measuring services,
installation services, maintenance services and warranty services.

192. A method according to Claim 189 further comprising:
proposing a plurality of purchasable items to a plurality of customers for selection
by the customers;
receiving electronically data representing at least one purchasable item selected
5 by each customer and data representing at least one sales variable for each customer;
storing electronically data representing at least one purchasable item selected by
each customer and data representing at least one sales variable for each customer; and
comparing the at least one sales variable for at least two customers.

10 193. A method for facilitating the management of sales opportunities for
purchasable items offered to customers, the method comprising:
proposing a plurality of purchasable items to a plurality of customers for selection
by the customers;
receiving electronically data representing at least one purchasable item selected
15 by each customer and data representing at least one sales variable for each customer;
storing electronically data representing at least one purchasable item selected by
each customer and data representing at least one sales variable for each customer; and
comparing the at least one sales variable for at least two customers.

20 194. A method according to Claim 193 wherein the purchasable items comprise
products selected from the group consisting of furniture, appliances, flooring, decking,
lighting, countertops, millwork, doorframes, window frames, doors, windows, paint, wall
coverings, cabinetry, and shelving.

25 195. A method according to Claim 193 wherein the purchasable items comprise
services selected from the group consisting of design services, measuring services,
installation services, maintenance services and warranty services.